

João Alfredo Paiva
Market Forecast Manager

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ERJ Product Portfolio

The only true regional jet families in the market



ERJ 135/140/145 Family



ERJ 145 50-seat Regional Jet

- First delivery in 1996
- 681 units sold (410 firm orders and 271 options) and 191 delivered



ERJ 135 37-seat Regional Jet

- First delivery in 1999
- 322 units sold (165 firm orders and 157 options) and 21 delivered

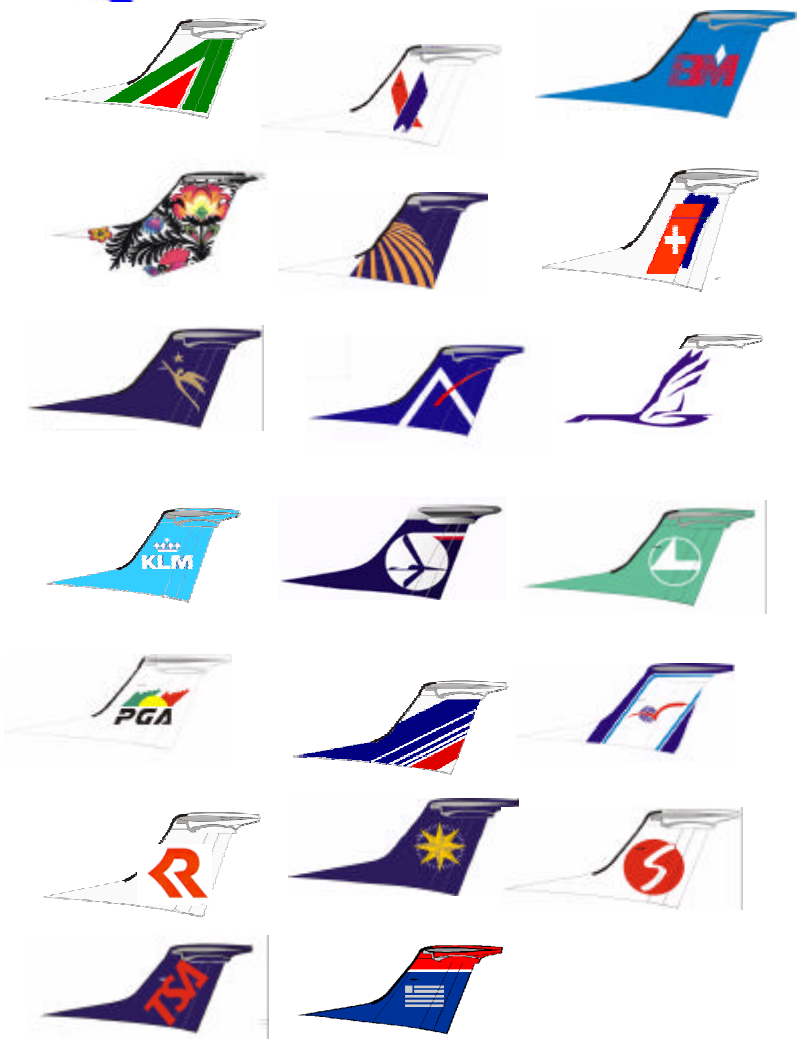


ERJ 140 44-seat Regional Jet

- First flight in 2000
- First delivery in 2001



ERJ 145 Customer Base



CUSTOMER	TOTAL	DELIVERED
RHEINTALFLUG	8	1
SIVAM	8	0
RIO-SUL	30	15
INTERCANADIAN	12	0
MANX	25	14
BRITISH MIDLAND	20	4
BRYMON	21	1
REGIONAL	15	9
FLANDRE AIR	1	0
PROTEUS	8	2
CIRRUS	1	1
ALITALIA	21	0
KLM EXEL	5	1
LUXAIR	11	5
LOT POLISH	12	3
PORTUGALIA	8	7
ERA	2	2
SKYWAYS	15	4
CROSSAIR	40	0
CONTINENTAL EXPRESS	200	58
AMERICAN EAGLE	67	49
WEXFORD	30	6
TRANSTATES	21	9
MESA	100	0
TOTAL	681	191

as of February 29th, 2000



ERJ 135 Customer Base



CUSTOMER	TOTAL	DELIVERED
FLANDRE AIR	19	0
REGIONAL	5	1
PROTEUS	10	0
CITY AIRLINE AB	3	1
AMERICAN EAGLE	210	11
CONTINENTAL EXPRESS	75	8
TOTAL	322	21



as of February 29th, 2000



ERJ 140 Program Schedule

ACTIVITIES	1999			2000												2001					
	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Conceptual Design Phase	■																				
Structure Detailed Definition	■																				
Engineering Reports										■											
Detailed Production Definition Drawing/Process/Tooling		■																			
Prototype Modification S/N 801						■															
First Flight										▼	<i>Jun/2000</i>										
Flight Test										■											
Certification																			▼	<i>Feb/2001</i>	



ERJ 170/190 Family



ERJ 170/190 Family

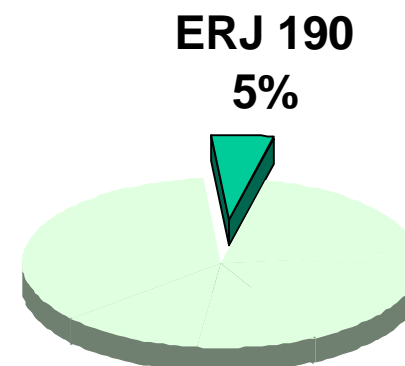
- ✈ Pressurized twin-turboprop regional jets in the 70/108 seat category
- ✈ 175 units sold (70 firm orders and 105 options)
- ✈ ERJ 170 first flight in 2001 and first delivery in 2002
- ✈ ERJ 190 first flight in 2003 and first delivery in 2004



ERJ 170/190 Customer Base

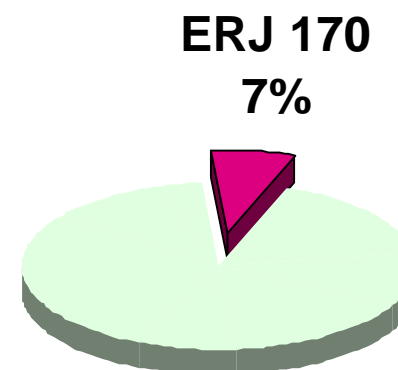


30 ERJ 170 30 ERJ 190-200 plus 100 options



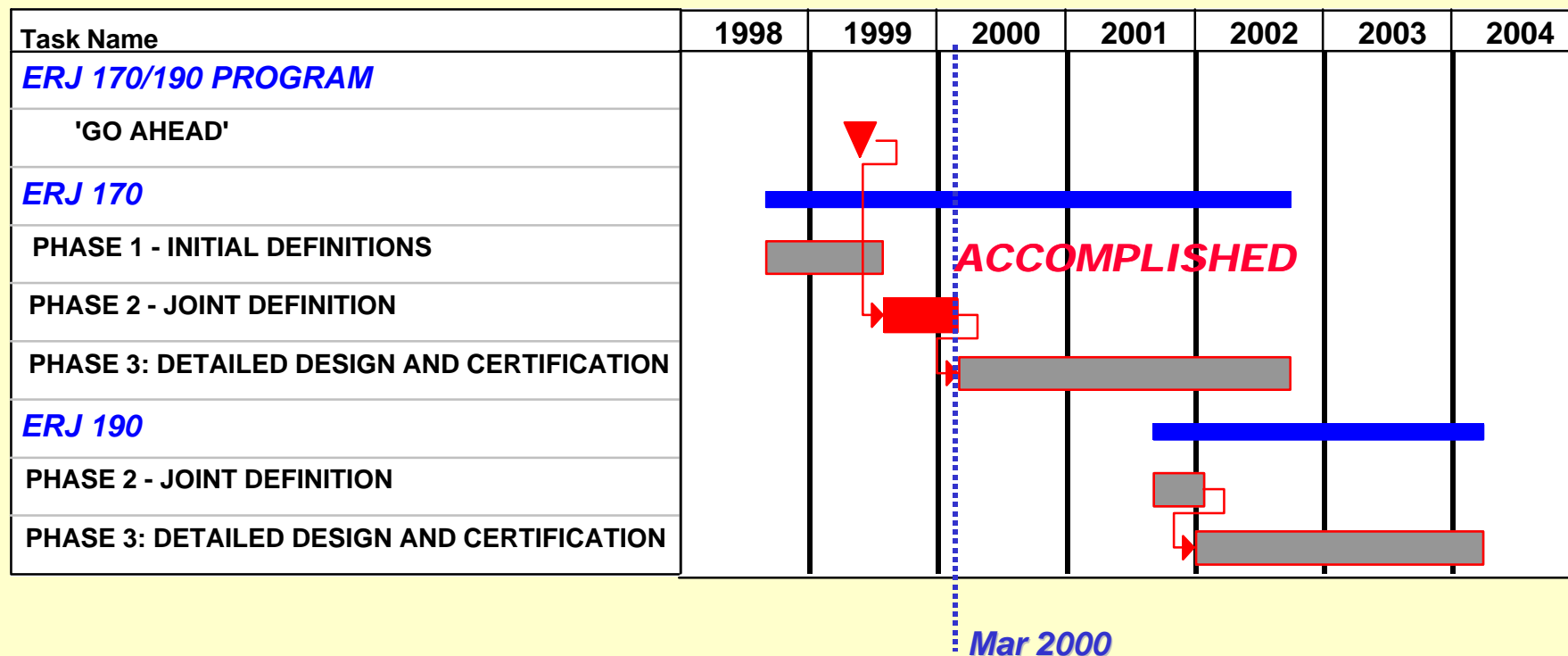
10 ERJ 170 plus 5 options

Market Share





ERJ 170/190 Program Schedule



- Airline Advisory Board meetings: 26 airlines already involved
- Six dedicated Steering Groups meetings in progress



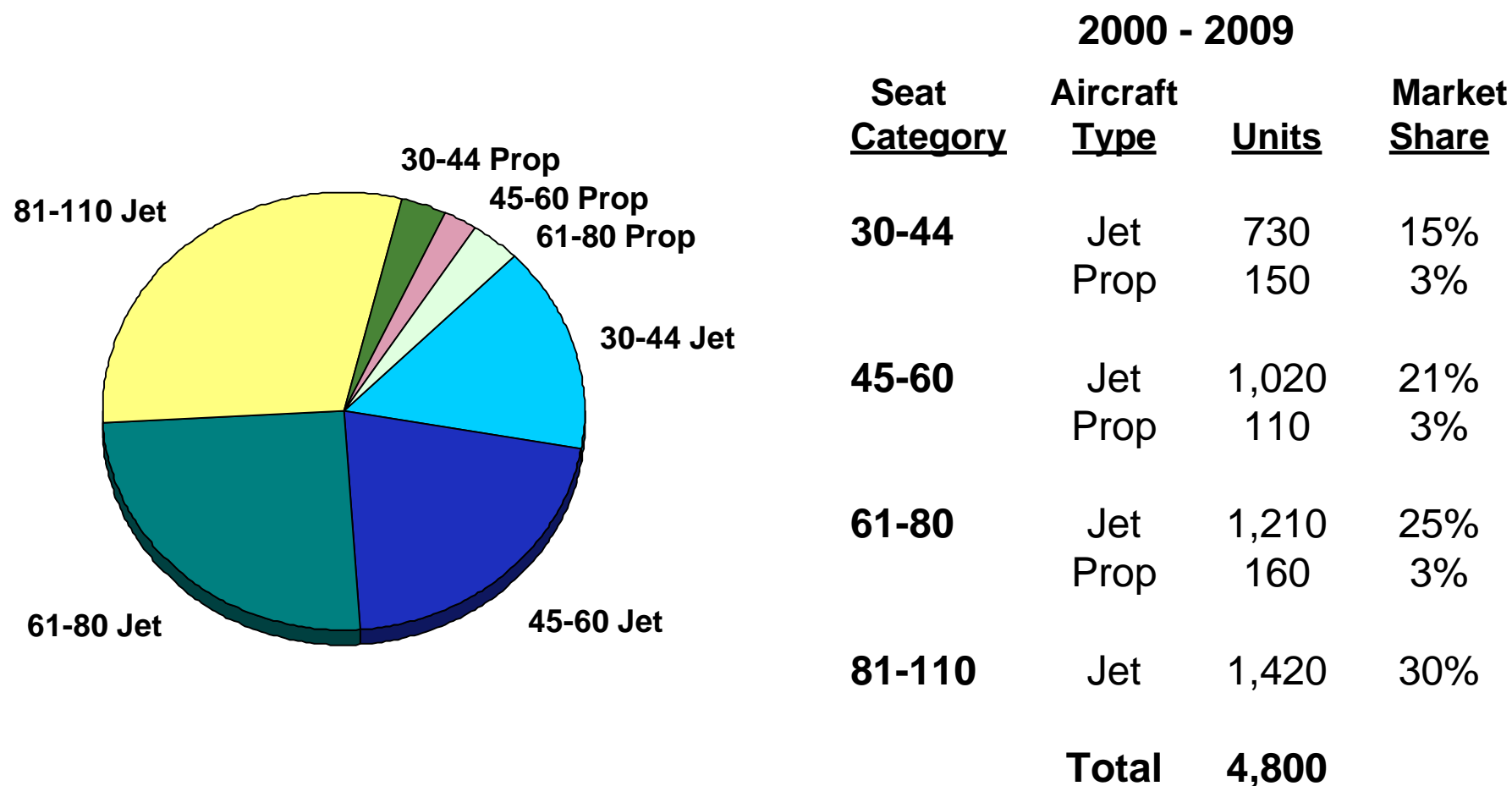
Market Segmentation

Category	Embraer Product	Production - Deliveries
30 - 44 seats	EMB 120	1985 ...
	ERJ 135	1999 ...
	ERJ 140	2001
45 - 60 seats	ERJ 145	1996 ...
61 - 80 seats	ERJ 170	2002
81 - 110 seats	ERJ 190-100	2004
	ERJ 190-200	



Market Forecast (10 years)

Jets: more than 90% of new aircraft deliveries



30 Years bringing right size solutions to the Regional Airline Market

1969
1999

